

Message Text

CONFIDENTIAL

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ACTION NEA-12

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FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 8094

C O N F I D E N T I A L KUWAIT 4032

FROM QUINLAN MUSCAT

E.O. 11652: N/A

TAGS: EAID ETRN MU

SUBJ: PORT ADVISERS FOR OMAN

REF: STATE 209649

1. ECONOMIC ADVISER TOWNSEND STATES THAT UNDP HAS SUBMITTED "SHORT LIST" OF FIVE RECOMMENDED COMPANIES FOR PORT MANAGEMENT CONTRACT: UK CONSORTIUM; NETHERLANDS CONSORTIUM, INCLUDING PORT OF ROTTERDAM; PORT OF NEW YORK; A MIAMI COMPANY, POSSIBLY INCLUDING PORT OF MIAMI; PORT OF NEW ORLEANS. TOWNSEND SAYS UNDP WILL ALSO RECOMMEND ONE OF ABOVE FIVE AS PREFERRED. TOWNSEND STATES BOTH HE AND MINCOMMUNICATIONS RAJAB FAVOR NEW ORLEANS.

2. RAJAB STATES THAT SULTAN HAS ALREADY DECIDED TO AWARD CONTRACT TO NETHERLANDS. THIS INFORMATION CONFIRMED BY EQUERRY T.M.LANDON, DENIED BY TOWNSEND. LONDON STATES SULTAN OPPOSES AWARD TO U.S. FIRM BECAUSE HE IS AFRAID OF CRITICISM THAT TOO MANY CONTRACTS, E.G. FMC, MARDELA, SUN OIL, HAVE RECENTLY BEEN AWARDED TO AMERICANS. BOTH RAJAB AND TOWNSEND ADVISE AGAINST REPRESENTATIONS TO MFA AND LONDON DOESN'T FEEL EMBASSY REPRESENTATIONS TO SULTAN WOULD BE HELPFUL. WE BELIEVE TOWNSEND AND RAJAB WILL CONTINUE SUPPORT NEW ORLEANS ALTHOUGH ARAB-ISRAELI WAR NOW ADDS ADDITIONAL POLITICAL FACTOR.
MCCLELLAND

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